

Message Text

UNCLASSIFIED

PAGE 01 WELLIN 01897 140510Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----004796 150319Z /66

R 140456Z APR 78
FM AMEMBASSY WELLINGTON
TO USDOC WASHDC
INFO SECSTATE WASHDC 5357
AMCONSUL SYDNEY
AMCONSUL AUCKLAND BY POUCH

UNCLAS WELLINGTON 01897

E.O.11652:N/A
TAGS: BEXP, NZ
SUBJECT: AM-TECH '78 - RANK XEROX 51 PERCENT U.S. CONTENT
DIFFICULTIES.

USDOC FOR ITA/BED/OIM - SILLOWAY

1. RANK XEROX, AN EXHIBITOR IN THE PREVIOUS AM-TECHS, WILL
BE EXCLUDED FROM THIS YEAR'S EXHIBITION UNLESS A DIS-
PENSATION IS MADE OVER THE 51 PERCENT REQUIREMENT. THEY
HAVE WRITTEN TO US CONCERNING THE PROBLEM AND THEIR LETTER
STATES:

QUOTE

I WAS EXTREMELY DISTURBED TO HEAR THAT THE DEPARTMENT OF
COMMERCE WERE REQUIRING PROOF THAT THE MACHINES TO BE
EXHIBITED AT THE 1978 AM-TECH EXHIBITION IN WELLINGTON
SHOULD HAVE 51 PERCENT MINIMUM U.S. CONTENT. XEROX
IS THE LEADER IN THE FIELD OF COPYING EQUIPMENT AND OUR
MACHINES ARE DESIGNED IN AMERICA, ALTHOUGH PRODUCED IN
FACTORIES AROUND THE WORLD. THEY ARE REPRESENTATIVE OF
THE TOP AMERICAN TECHNOLOGY AND AS SUCH SHOULD BE REPRE-
SENTED AT YOUR EXHIBITION.

ONE OF THE REASONS WHY WE ARE PARTICULARLY KEEN ON
PARTICIPATING IN AM-TECH '78 IS BECAUSE OF THE INCREASING
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 WELLIN 01897 140510Z

ACTIVITY BY JAPANESE MANUFACTURERS OF COMPETITOR EQUIP-
MENT. I HOPE YOU WILL BE SUCCESSFUL IN CHALLENGING THIS
RULING SO THAT WE MAY BE PRESENT IN WELLINGTON.
SIGNED, KEN P. LANGLEY, GENERAL MANAGER.
UNQUOTE

2. RANK XEROX HAVE REFERRED THIS DIFFICULTY TO THEIR

PRINCIPALS IN THE U.S.

3. REQUEST INDICATION ASAP WHETHER THIS FIRM MAY PARTICIPATE IN AM-TECH '78. HEALY

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 14 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978WELLIN01897
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780161-1085
Format: TEL
From: WELLINGTON
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780456/aaaabvqa.tel
Line Count: 66
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 19ab01b0-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2966675
Secure: OPEN
Status: NATIVE
Subject: AM-TECH '78 - RANK XEROX 51 PERCENT U.S. CONTENT DIFFICULTIES. USDOC FOR ITA/BED/OIM - SILLOWAY
TAGS: BEXP, NZ
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/19ab01b0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014